

FINE LUMBER IS

Thomas W. Smith Has Made
a Great Success.

ESTABLISHED IN 1874

HAS MODERN PLANTS WHICH
ARE THOROUGHLY EQUIPPED.

President of the Board of Trade is
Identified with the Progress
of the City.

There is no more earnest advocate of the proposition to make Washington one of the most beautiful cities in the world than Mr. Thomas W. Smith, a pioneer in the up-building of Washington.

Mr. Smith has lived in Washington long enough to become familiar with its industrial needs, and he has been a man of business since the day he came to Washington.

He was born in Columbia, Pa., in 1846, attending the public schools and Columbia Academy in that place until he reached the sixteenth year. He then took up the study of pharmacy, and qualified himself for that pursuit. In 1864, in company with his father, he moved to Maryland, his father leased a farm near Cabin John bridge. They remained there four years, removing to Washington in 1868.

Mr. Smith entered the employ of Linville & Co. as a general clerk, and in that capacity showed marked ability, although the business was entirely new to him. A joint convention of the board of aldermen and common council elected him lumber

class to be used in the construction of buildings. In this, as well as in the other departments of the factory, the work is done in the most orderly and systematic manner, as the employees are much interested and appreciate the fact that they are serving a man who does not fail to

recognize their loyalty to his interests, and the relations which exist between the employer and employees is of a most cordial nature, as each man is well paid for his work and receives generous treatment.

The annual business done by this establishment amounts to hundreds of thousands of dollars, a large part of the output is sold in Washington, where it is used in the construction of apartment houses, dwellings, churches, office fixtures, desks, store fixtures, and nearly everything needed in the construction of a building may be bought here, ready to be put together, not

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HEITMULLER & HEIDER.

Have Made a Success in Business
Through Energy and Capacity.

Numbered among the substantial business firms of progressive Washington is that of Heitmuller & Heider, commission merchants, at 923 B street northwest. This house was established in December, 1899, by W. Charles Heitmuller and William J. Heider, young men of splendid business capacity and well-known integrity. As a result of constant effort and their knowledge of the fruit and vegetable industry extending from their infancy, the business

This business, since its establishment, has been managed by Mr. W. Seton Kent, who for some fifteen years prior to accepting management traveled for Barnhart Bros. & Spindler, most of his time being devoted to the southern territory, which then, as now, comprised everything from Maryland to Florida, including West Virginia. The connection of his name with this house has caused the trade to know this branch better than in name only.

The parent house of this concern is the largest of its kind in this country, and has for years had the reputation of making the best quality of type and the handsomest faces which have ever been presented to the printer.

The name under which their type is sold is Superior Copper, and its quality is so good so truly expresses its quality it has almost become a household term. They have, since the early days of type founding, been among the foremost promoters of labor-saving devices and a uniformity in size. Their latest improvement comes under the head of Uniform Line Type, which is said to be one of the most important changes in the making of type since its invention.

The plant consists of a complete and modern electrotype foundry, machine shops, roller casting department, salesrooms and warehouse.

The electrotype foundry does the greater share of the work for the local printers and publishers, and also considerable of the government work for here and for use in other localities.

The machine shops are deserving of more than mention. All of the machinery sent to them is built and repaired to order. The work on rubber presses, whether they be cylinder or otherwise, is done under one roof, and has the same careful attention which the matter of handling both city and out-of-town orders.

Too much cannot be said of the manner in which the orders for out-of-town customers are handled. It is always the intention to supply any information, also make shipments the same day that orders are received.

As there is so much of the machinery and larger materials used in printing offices that cannot be well explained by letter, the territory is thoroughly covered by travelers, who have their headquarters at convenient places to the various states covered by the territory, so that the customer can call regularly and often enough to care for the large needs of all the trade.

The trade is supplied with handsome printed matter each thirty days, and there by the country publisher is thoroughly advised as to what is going on and what is new among the craft.

In summing up the existing conditions of this new southern concern, little other than praise can be said; from the management to the least employee, there seems to be an everlasting desire to have the house, in whose behalf they work, stand foremost among the printers' supply houses in this country.

The knowledge of system and accuracy is well worth gaining, and it can be seen at each and every turn throughout the establishment, and to conclude, it can be said that, from present indications, continued success and a demand for more room is almost certain.

W. C. Heitmuller.

has doubled in volume during each year of its existence.

They handle everything in the line of fruits and vegetables, are large receivers of southern produce and agents for the Earl Fruit Company of Los Angeles, Calif.; the Golden West Celery and Produce Company of California, and the Fancy Pineapple Growers' Association of Florida and Melon Growers' Association, Gainesville, Fla.

The members of this firm know how to handle all kinds of fruits and vegetables to the very best advantage.

They have both been residents of the District since their infancy, and by industry

and fair dealing, coupled with experience, have built up their present prosperous business. Their references are the best to be had in this country.

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A BIG PLANT.

Southern Printers' Supply Company an
Up-to-Date Establishment.

The southern branch of Barnhart Bros. & Spindler, Chicago, was incorporated April 17, 1900, under the laws of the state of Virginia and in the name of the Southern Printers' Supply Company, with headquarters, warehouse, foundry and shops to be located in Washington, D. C.

A suitable location was found at 304 10th street northwest, at which place the business has grown and thrived since its opening day.

This business, since its establishment, has been managed by Mr. W. Seton Kent, who for some fifteen years prior to accepting management traveled for Barnhart Bros. & Spindler, most of his time being devoted to the southern territory, which then, as now, comprised everything from Maryland to Florida, including West Virginia. The connection of his name with this house has caused the trade to know this branch better than in name only.

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JARVIS SOUVENIR STORE.

Unique Business Established in 1875
Has Had a Rapid Growth and Expansion.

Twenty-seven years ago J. F. Jarvis commenced to cater to visitors to Washington by opening, at 135 Pennsylvania avenue northwest, a souvenir establishment. This business has so increased that he found it necessary to enlarge his premises, and now has operators constantly

statues and places of interest is a veritable art gallery, whilst the variety of souvenir business is an extensive stereoscopic view factory, where are produced daily thousands of views of all parts of the world. In 1883 Mr. Jarvis, finding there was a large demand for stereoscopic views of this country, decided to add to his collection by photographing extensively in Europe all the places of interest there. Since this first trip he has been compelled to take many views to meet the growing demand for these views, and now has operators constantly

employed photographing everything of interest that occurs in different parts of the world. The thousands of negatives thus accumulated are considered the largest and most valuable collection in the United States. These views are sold wholesale only to agents in all parts of the world, who again appoint canvassers in every town and village of the five continents.

It was about the year 1870 that this concern started making flags. Their first order for bunting was for one roll each of red, white and blue, and it was some time before that was exhausted. This line of the business has grown in proportion to the others, so that now they order bunting, after their own specifications, in lots of 100,000 yards and over, in every width and color. Special machinery, of large size, has been invented for the labor-saving devices—do their part of the fancy stitching, etc. Two machines and four girls work constantly in cutting and making ready the stars, letters and emblems for flags.

One of the largest flags ever unfurled was made by the Copeland Company. It was an order of admiral to the many visitors to the court of the pension office, and afterward hung over the Eifel tower during the Paris exposition. The Copeland Company were the originators of the college and fraternity flags, so many thousands of which you now see in the rooms of the college and on the foot ball or athletic field. The flag business has taken them into numerous side lines, such as flags used for advertising purposes, the stars used as signals in time of war, the international code signals and silk standards, society flags, etc. Their flags can be seen flying from every army post, Indian reservation and signal station throughout the country, and over our consulates abroad.

During the winter months, they are called on to furnish sidewalk awnings for churches and residences and the coverings for the protection of floors against a statue of their work in decorating, the artistic arrangement of flags and bunting, both exterior and interior. The last of these was ordered by them was the general offices of the Southern Railroad, which took the first prize during the G. A. R. encampment in 1893.

Mr. Jarvis, who has been in the business since 1875, has had the assistance of his sons, Mr. Arthur Copeland was taken into the firm in 1880, and Mr. George Copeland, who was incorporated, and the organization now stands: M. G. Copeland, president; Arthur Copeland, treasurer; M. G. Copeland, secretary, together with H. E. Copeland and Mr. A. G. Holland, the latter having been making ready the stars, letters and emblems for flags.

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